

Message Text

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INFO OCT-01 EA-07 ISO-00 EB-05 RSC-01 (ISO) R

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DRAFTED BY: COM/BIC/OED:JVOTTA

APPROVED BY: EB/OCA/REP:GPWILSON

COMM/BIC/OED:RLPRITCHARD, DIRECTOR, DEPD

EA/J:DGBROWN

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R 301549Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

UNCLAS STATE 214785

E.O. 11652: N/A

TAGS: BEXP, BTRA, JA

SUBJECT: FOREIGN BUYER PROGRAM; DO-IT-YOURSELF GROUP

REF: TOKYO A-362, TOKYO 11493, TOKYO 12465

1. USDOC WELCOMES OPPORTUNITY WORK WITH PRESTIGIOUS DO-IT-YOURSELF GROUP. REPLY DELAYED AS REQUESTED INFO FROM SHOW AUTHORITIES ONLY NOW RECEIVED.

2. JACK FULWILER, DIRECTOR MARKET RESEARCH, NATIONAL DECORATORS PRODUCTS ASSOCIATION WILL BE GLAD GIVE GROUP INTRODUCTION TO SHOW AND EXPLAIN US CONCEPT OF DO-IT-YOURSELF. FULWILER SUGGESTS MEETING WITH GROUP AT CONRAD HILTON HOTEL EARLY MORNING NOV 10. REQUEST POST ADVISE WHETHER TIME ACCEPTABLE TO GROUP.

3. GROUP MAY ALSO BE INTERESTED IN ATTENDING NOV 10 WORKSHOPS AT SHOW BEGINNING 10 AM. TOPICS INCLUDE:

A. INTERIOR WOOD STAINING AND FINISHING

B. PICTURE FRAMING C. WALLCOVERINGS D. MANAGEMENT

4. SHOW EXHIBITORES LIST BEING AIR POUCHED. IF POST CAN ADVISE
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USDOC NAMES OF EXHIBITORS AND SPECIFIC PRODUCT CATEGORIES OF

PARTICULAR INTEREST TO GROUP MEMBERS, USDOC WILL CONTACT SUCH FIRMS PRIOR SHOW TO ARRANGE FOR PRELIMINARY INTRODUCTIONS.

5. FRANK CAFFREY, SAN FRANCISCO DISTRICT OFFICE, SPEAKS JAPANESE AND COULD POSSIBLY BE AVAILABLE TO ASSIST GROUP UPON ARRIVAL IN US AND AT CHICAGO SHOW. REQUEST POST ADVISE DESIRABILITY OF SUCH ASSISTANCE.

6. DOUBTFUL IF CAN LOCATE DO-IT-YOURSELF EXPERT REFTEL B PARAR 4.

7. CONTACT HAS BEEN MADE WITH MR TRACY OF VON TOBELS WHO HAS CONFIRMED MEETING WITH GROUP NOV 13 IN LAS VEGAS.

8. USDOC PROJECT OFFICER PAULETTE WOLFSON, BIC/OED 202-967-3265. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE214785
Document Source: CORE
Document Unique ID: 00
Drafter: COM/BIC/OED:JVOTTA
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740277-0309, D740275-1148
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974092/aaaaabiv.tel
Line Count: 76
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: TOKYO A-362, TOKYO 11493, TOKYO 1246, 5
Review Action: RELEASED, APPROVED
Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 25 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 MAR 2002 by maustmc>; APPROVED <10 FEB 2003 by elyme>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM; DO-IT-YOURSELF GROUP
TAGS: BEXP, BTRA, JA
To: TOKYO
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005